

CAREER SUMMARY

Executive product leader and senior manager experienced in taking technology from lab to product stage for consumer and enterprise markets. Leadership of international teams, market development and buildout of complete customer pipeline. Strategic engagement of marketing and technical resources, media execution at scale for global brands. Mass media and PR experience with proven results. Cradle to grave operational expertise and product management leadership. Successful record of scaling businesses, managing \$100M P/L.

Highlights:

- 15+ years accelerating IOT and AI product innovation for Microsoft, Intel, startups
- Ownership of \$100M SaaS product lines with multi-geo worldwide deployments
- Experienced practitioner: AI, ML, IOT, biometrics, blockchain, decentralized identity
- Media expertise: Product launches in major media: *NY Times, Wall Street Journal, etc.*

VENTURE PARTNER

MOMENTA VENTURES **2020 - present**

Principal Partner **Startup Advisory Practice**

Startup acceleration professional, partnering closely with IOT and AI entrepreneurs on go to market strategy, product roadmap, finances and product initiatives. My advisory team accelerates the time-to-value of edge computing, machine vision and artificial intelligence high growth companies. Value added to 100+ IoT deals, with multi-million-dollar exits.

EXECUTIVE LEADER

SURE ID / ID LOCKER **2018 - 2020**

General Manager and CEO **Identity / Security**

Growth and transformation leader for discrete business unit delivering nationally certified biometric enrollment, AI and IOT infrastructure for identity solutions worldwide. Design of custom IOT hardware (patents filed), new computer vision and AI software stack with stringent security mechanisms compliant with both federal and global standards. Direction of product roadmap, product delivery and marketing in nationally distributed IOT system with biometric authentication and real-time AI components. Secure biometric solution, secured via proprietary ledger-based cryptographic system. Outperformed \$40M revenue target, landed global accounts, transitioned SureID business to Goldman Sachs.

PRODUCT DIRECTOR

INTEL **2012 - 2018**

Senior Manager **IOT / Sensors**

Technical managing director for combined set of SaaS/AIOT offerings, including Context Sensing SDK, Computer Vision SDK, and delivery of computer vision, IOT and edge computing solutions. Led product management for Intel's contextual intelligence system, retail, manufacturing and healthcare verticals. Created and launched Intel Context Sensing SDK in collaboration with major OEM partners. Direction of technical engagement team for OpenVINO, including conferences leadership: *Intel Dev Forum, Google I/O Day Zero*, etc. Launched multi-platform Intel Context SDK, now delivered on 90M+ devices.

TECHNOLOGY INNOVATOR

PARC (Xerox) **2011 - 2012**

Principal Product Unit Manager **AI / ML / NLP**

Directed product team that created new semantic and machine learning (ML) platform to analyze personal comms across platforms, deliver enterprise-ready communications solutions, deliver ML-driven insights to end-users on mobile and desktop app clients for Windows, Outlook, Android, iPhone. Led product management, marketing, public launch go-to-market plan, coordinated seed and VC funding outreach, patent/IP initiatives.

STARTUP FOUNDER	<p>TELETRUST 2009 - 2011</p> <p>CEO Identity / Security</p> <p>Founded innovative new company with exclusive AT&T and Verizon data contracts to prevent identity fraud and secure communications. Designed company brand, business model, customer engagement strategy and VC funding at seed round level (\$2.5M raised). Primary technical architect and business leader for multi-partner solution sale. Led team through customer acquisition, initial customer deployment and positive acquisition.</p>															
MARKET DEFINER	<p>VULCAN LABS 2005 - 2009</p> <p>Director of Product NLP / AI</p> <p>Product roadmap and product marketing direction for dynamic team who created a next generation mobile phone platform and telco service delivery mechanism and solution set powered by innovative NLP/AI services. Product definition and prototype creation directly for Paul Allen. Creation and ownership of AI product initiatives as well as product naming, market testing, brand definition, product go-to-market with AT&T. Global coverage of our new product line in <i>New York Times</i>, <i>Wall Street Journal</i>, <i>TechCrunch</i>, <i>Wired</i>.</p>															
PRODUCT MANAGER	<p>ADDITIONAL EXPERIENCE 1994 - 2020</p> <p><i>Product Leadership & Technical Management</i></p> <table border="0" style="width: 100%;"> <tr> <td style="width: 30%;">ASAPP</td> <td style="width: 40%;">Senior Manager</td> <td style="width: 30%;">AI / Voice</td> </tr> <tr> <td>GLOBAL PLAN-IT</td> <td>Vice President of Product</td> <td>Consulting</td> </tr> <tr> <td>MICROSOFT</td> <td>Sr. Tech Evangelist, NGSCB</td> <td>Identity / Security</td> </tr> <tr> <td>COREL</td> <td>Group Product Manager</td> <td>XML</td> </tr> <tr> <td>ADOBE SYSTEMS</td> <td>Sr. Product Manager, Dreamweaver</td> <td>Client Tools</td> </tr> </table>	ASAPP	Senior Manager	AI / Voice	GLOBAL PLAN-IT	Vice President of Product	Consulting	MICROSOFT	Sr. Tech Evangelist, NGSCB	Identity / Security	COREL	Group Product Manager	XML	ADOBE SYSTEMS	Sr. Product Manager, Dreamweaver	Client Tools
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BOOKS	<p>PUBLICATIONS & AWARDS</p> <p>Ethics in AI: A Programmer's Primer <i>forthcoming book</i>, Wiley Press 2021</p> <p>The Eagle Tree National bestselling novel: sold 100K+ globally (English, Chinese) Recommended by Temple Grandin, Sherman Alexie, Steve Silberman 2016</p>															
AWARDS	<p>CES Innovation Award – Dell Express Sign-In with Intel Context SDK, CES 2019</p> <p>Product of the Year, Developer Tools – Intel OpenVINO, Embedded Vision 2018</p>															
PATENTS	<p>Intellectual Property (IP) inventor at SureID, Intel, Vulcan, Teletrust, ASAPP</p> <p>Patent: “Machine Learning on the Edge for Context Aware Computing” Intel 2017</p> <p>Patent: “Client-side Calendar in Multiple Timezones and Locations” Vulcan 2009</p> <p>“Hacking IOT Biometric Security” – featured technical talk, Gluecon 2019</p> <p>“Ethics and Algorithms” – featured business talk, Gluecon 2018</p>															
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COMMUNITY	<p>PURSUIITS</p> <p>Business Mentor / Board Member / Consultant and Startup Advisor Advisor for selected startup companies: CommitChange, Bluecadia, Oly Works, etc.</p> <p>Board Chair, Director of the Board, Officer of the Board <i>(non-profit, volunteer)</i> Non-profit leadership for South Sound Reading Foundation, Enterprise for Equity, Washington Center for the Performing Arts, Clarion West Writers Workshop</p>															